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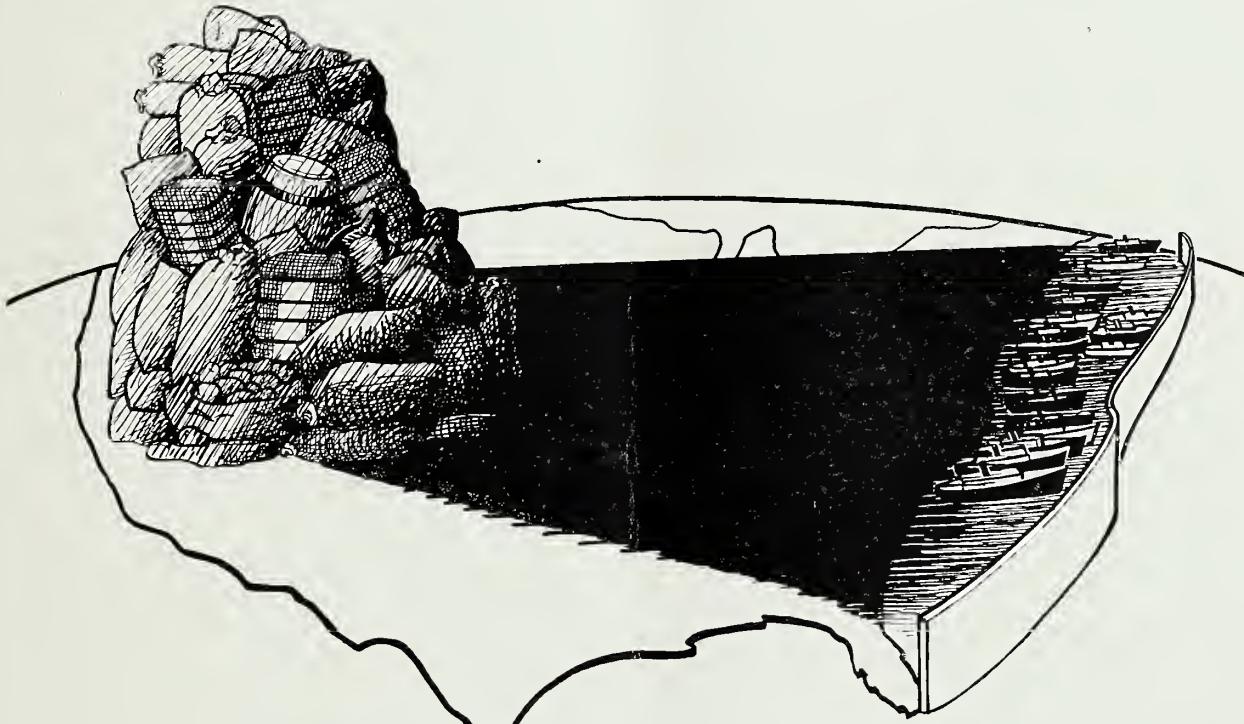


# Extension Service Review



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EXCESS PRODUCTION CASTS A BLIGHTING SHADOW

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## In This Issue

**S**ECRETARY WALLACE pictures clearly to us the changes which have taken place in our foreign trade during the past few years and the reasons for these changes. He tells us that America must prove itself a Nation still young enough to face new facts and change, and that our present situation calls for a new sort of pioneering, a new adjustment, carefully planned and carried forward not recklessly, not as contending individualists, but compactly, in common action.

**C**HESTER C. DAVIS, crop-production director, Agricultural Adjustment Administration, discusses the measures to be taken to adjust production through the provisions of the Agricultural Adjustment Act. The programs offered to farmers provide Government assistance to enable farmers to adjust their output to the actual demands of a market which will pay a fair price. Extension agents and other governmental personnel will cooperate in all possible ways in the administration of the programs undertaken.

**M**ISSOURI is getting good results from county-wide conferences conducted by R. W. Oberlin, extension agricultural engineer, to acquaint lumber dealers, carpenters, and others interested in the farm-building trade with the requirements of service buildings and how to plan buildings to meet these requirements; familiarizing them with the best practices as recommended by the Missouri College of Agriculture in regard to planning and constructing farm buildings; and making them more competent to give reliable information to their farm customers.

 **A**N ESTIMATED saving of \$124,026 to wool growers in Tennessee during the last 14 years is one reason why farmers in that State market their wool through the cooperative wool pools.

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**H**OW OKLAHOMA farmers were persuaded to grow a different variety of cotton to demonstrate its superiority to the cotton they usually grew is told by Tom M. Marks, county agricultural agent of Harmon County, Okla., in an interesting story of the agricultural demonstration work in 1907. He also tells of building terraces and planting grain sorghums in the early years of demonstration work. In speaking of the demonstration idea of Dr. Seaman A. Knapp he says that this method is far ahead of any other method.



## On The Calendar

American Country Life Association Meeting, Blacksburg, Va., August 1-4.

Camp Vail, Eastern States Exposition, Springfield, Mass., September 17-23.

Association of Land-grant Colleges and Universities, Chicago, Ill., November 13-15.

**B**Y GIVING responsibilities to boys' and girls' 4-H club members, J. B. Turpin, club agent of Mercer County, N. J., discovers which ones will make good leaders. He then trains these club members to develop programs and manage the affairs of the club, and to carry responsibility for such matters as fairs, exhibits, tours, community, and any other phases of 4-H club activities. In this way some leaders are picked out several years in advance of asking them to take charge of any group.

**P**AUL CARPENTER, extension outlook economist in Montana, relates how the extension program carried on by Grover Lewis, county agent in Prairie County, stood the test, when faced with economic difficulties and a severe drought in 1931. In 1922 County Agent Lewis began influencing farmers to grow alfalfa to feed their livestock. During the drought he made an inventory which showed reserve stacks of alfalfa hay. By adding some roughage and 1,300 tons of cottonseed cake farmers were able to keep 90 percent of their breeding stock rather than shipping it to glutted markets and selling at sacrifice prices.



**N**EW JERSEY farmers located on well-traveled highways find that it pays them to sell only clean, fresh, and graded produce. Advertisements, news stories, and feature articles in newspapers have helped to acquaint city people with the green and white enameled signs which mark the approved stands where produce of the best quality may be obtained.

# Extension Service Review

VOL. 4

WASHINGTON, D.C., JULY 1933

NO. 4

## Production-Control Measures Under Adjustment Act are Offered to Farmers

CHESTER C. DAVIS

Crop-Production Director, Agricultural Adjustment Administration

**O**N TWO of the major basic agricultural commodities, wheat and cotton, measures for adjusting production through the provisions of the Agricultural Adjustment Act have been approved by Secretary of Agriculture, Henry A. Wallace, and participation of American farmers is being invited.

Definite contracts, providing definite payments that make possible the reduction of output, are being offered to wheat and cotton farmers by the United States Government through the American Adjustment Administration of the Department of Agriculture.

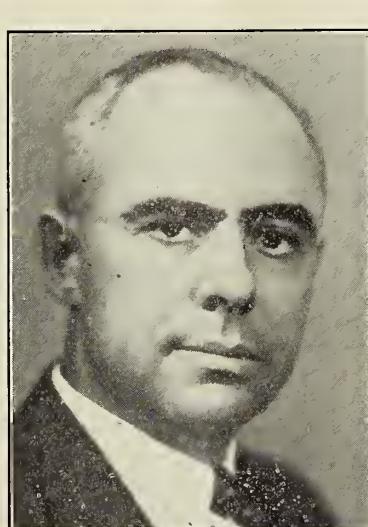
### Tobacco

Similar measures for the benefit of tobacco growers have been proposed to Secretary Wallace, Administrator George N. Peek, Co-administrator Charles J. Brand, and the other officials of the Adjustment Administration, and a production-control program has been worked out for cigar-tobacco types grown in Connecticut, Pennsylvania, Ohio, and Wisconsin.

### Milk

Trade agreements for the marketing of milk in the Chicago, Philadelphia, and Georgia areas are now under consideration. These agreements include a production-control feature in the base-and-surplus system of determining producers' milk prices. This feature has not been used before in Georgia.

The programs that are being offered to farmers are directly in line with the fundamental purpose of the Adjustment Act. They provide Government assistance to enable farmers to adjust their output to the actual demands of the market which will pay a fair price—something the farmers cannot do without the centralizing aid of the Government. These measures make it possible for farmers who join in them to reduce production and, at the same time, increase their incomes.



Chester C. Davis

### Wheat

The wheat plan contemplates compensatory payments on the 1933, 1934, and 1935 wheat crops, to growers who agree to reduce their acreage in 1934 and 1935 by a proportion to be announced by the Secretary of Agriculture after the present world wheat conference in London, which is considering international wheat-production-control measures, is completed. The proportion by which the national output of wheat would be reduced would, in no case be greater than 20 percent of the average annual national production for the last 5 years.

The compensatory payments will be made on the basis of an amount of wheat equal to that portion of the contracting farmer's average wheat production during the last 3 years, that has been domestically consumed. No general reduction in the 1933 acreage, already cut down by natural factors, is contemplated. However, the plan proposes to pay compensatory payments this year, on the basis of the domestically consumed portion of the

3-year average production of the wheat farmer, regardless of the size of his crop this year.

The farmer who signs the wheat contract agrees to reduce his 1934 and 1935 plantings in the proportion fixed by the Secretary of Agriculture. The first compensatory payment on the 1933 crop, it is planned, will be made on or about September 15, and will constitute two thirds of the 1933 payment. The remaining one third of the payment will be made upon proof of reduction of the next year's plantings. Payments on the 1934 and 1935 crops will be made in two installments—one when the contracts are made and one when they are fulfilled.

The payments to be made this year, it is tentatively estimated, will total approximately \$150,000,000.

### Processing Tax

Money to make the payments will be derived from a processing tax levied on the milling of wheat. The tax required to finance the program will be the maximum allowed by the Adjustment Act—that is, sufficient when added to the market price that the grower gets for his grain, to make his total return on the domestically consumed portion of his crop equal to pre-war parity. The cost of administering the plan is estimated at not more than 2 cents a bushel.

Administration of the wheat program will be decentralized. The proportion by which production of the Nation is to be reduced will be fixed in Washington, as will the amount of the processing tax, and the acreage quotas assigned to States and counties.

In each county the wheat producers themselves will organize wheat production-control associations which will select men to check the average production of the individual farmers, determine the number of bushels on which each farmer is entitled to receive the compensating payments, and see that he reduces his production in accordance with his contract.

Extension agents and other governmental personnel will cooperate in all possible ways in administration of the program. Where there are no county agents it will be necessary for temporary emergency employees to do some of the work. The expenses of the county administration will be prorated among the farmers of the county who receive the compensating payments.

#### Cotton

The cotton production-control program, which at this writing is being offered to cotton producers, comprises two alternative plans.

One is a straight contract, by which the cotton grower offers to lease to the Government and thus withdraw from production, certain designated portions of his cotton land—not more than 40 percent. The Secretary of Agriculture would probably decline any offer of less than 25 percent of a given owner's acreage, unless the land is unusually convenient for checking or is unusually productive.

The rental the grower receives under the plan will be determined by the average yield of the land he has leased. The higher its productivity, the higher the rental payment. It is expected that the rental will average \$11 an acre.

The other plan combines a rental provision with the granting of options on Government-owned cotton to growers who agree to reduce their acreage within the limits of the same percentages as in the straight rental plan. The land of the growers who elect to follow this plan will be leased at a rate ranging from \$6 an acre for land that averages 100 pounds of lint cotton to the acre, to \$12 an acre for land that averages 275 pounds of cotton. The average will be about \$8 to \$9 an acre.

In addition, the grower is granted an option of 6 cents a pound on as much cotton, now owned by the Government, as would ordinarily be raised on the land he has leased to the Government.

The Department of Agriculture is now taking over from the Farm Credit Administration some 2,375,000 bales of cotton which may be optioned to growers who enter into the plan outlined above.

If cotton growers accept the production-control program and it is put into effect by the Department of Agriculture, money to make the rental payments will be derived from a processing tax levied on cotton as of the beginning of the cotton-marketing year, probably August 1.

#### Local Committees

Contracts for the 2,000,000 cotton growers in 820 counties of the Cotton Belt States were placed in the hands of the

## The Question of Taxes

COUNTY AGENT F. A. HALEY, of Fall River County, S.Dak. has been giving a series of talks on local taxes which has been much appreciated by the farmers of the county. He uses a series of 5 charts showing the relative purposes of all taxes in the county in actual dollars and a graph showing the distribution of all taxes from 1915 to 1931 by 5-year periods. Another chart shows the land values in Fall River County yearly from 1915 to 1932. In 1915 the average land value was \$6.44 per acre; in 1921 it was \$8.83, and since then it has continued to decline until the average value dropped to \$4.23 per acre, in 1932. An actual tax receipt for 1931, showing all the taxes to provide for the costs of government and the amount which goes to each item, as well as a comparison with a tax receipt for 1930, forms another chart.

These charts are presented and thoroughly discussed showing the people just where every cent of their tax dollar goes and for what purposes. The meeting is then thrown open for discussion. Mr. Haley says: "It is surprising to hear some of the points that are brought out

in this discussion showing that fully 75 percent of the taxpayers have had no conception of where and how their tax money has been spent." At the close of the meeting directions and a table for analyzing the farmer's own tax receipt and mimeographed circulars containing the charts are given out.

Six of these general tax meetings were held in the fall of 1932 for farmers' clubs and civic organizations. Thirty-eight farmers were assisted in analyzing their tax receipts and 67 other receipts were analyzed by Mr. Haley. Much good information brought out in the discussion could be used by the tax-paying bodies. The tax committee of the Fall River County Farm Bureau has taken up the study of taxation by this method and recommends it to local committees so that when possible they may work out systematic and practical recommendations for tax revision. The advantages of systematic curtailment of expenditures of several items rather than elimination of any single one is usually brought out by the discussion.

extension services of those States. Local committees to organize the growers for cooperation in the plan were set up. An intensive campaign to explain the program to the cotton farmers and to enlist their cooperation, was started on June 26.

Characteristic of both these programs is their dependence upon the voluntary participation of producers, both in launching the programs and in administering them.

Wheat and cotton growers—like the producers of any other agricultural commodities on which production adjustment may be applied—must agree to the program in the first place, and local organizations of the producers who enroll must take a leading and responsible part in administering the details.

It has repeatedly been asserted by Secretary Wallace that American agricultural production must be balanced against the effective demand for American farm products if American farmers are to get fair prices.

Ample statistical evidence of the disappearance of foreign markets and the accumulation of burdensome surpluses of farm goods has been presented.

The production-control opportunities offered to producers of wheat and cotton and under consideration for other commodities by the Secretary of Agriculture and the officials of the Adjustment Ad-

ministration, are moves by the Department to make it possible for American farmers to strike this essential balance between production and consumption.

#### Increase Home Income

SPECIAL INCOME projects carried on by 310 farm home makers in 12 counties in West Virginia during 1932 resulted in a cash return from these activities of more than \$15,000, or an average extra income of about \$50 per woman.

These projects, similar to the projects of 4-H club girls, were undertaken by members of farm women's clubs who were interested in finding out whether or not they could earn some extra money from the products of the farm or home. Each woman had an activity of her own choice, one that fitted in with her home conditions and opportunities.

The home makers kept records on their money-earning activities, counting all expenses including labor, with a twofold objective in view—first, to find out whether or not the financial returns overbalanced the expense with a fair profit, and second to find out how production cost might be lessened.

# A County Program Stands the Test

The following account of a Montana county whose extension program has stood the test of depression and drought and brought the county through in better shape than other nearby counties is told by Paul Carpenter, extension outlook economist.

THE DEPRESSION has shaken down many heretofore considered "foolproof" ventures. Agricultural plans and programs like those in other fields have crashed, leaving the originators dazed and bewildered in the midst of the ruins. A farm program which has weathered the storm is that of Prairie County in east-central Montana. The county agent, Grover Lewis, will say, if you ask him, "Shucks, we didn't have much of a program. We just did what we thought best." I am going to leave you to judge.

I doubt if any area in the United States ever was more severely tried than was eastern Montana in 1931 when upon the difficulties of the economic debacle were heaped the even more calamitous consequences of the most severe drought in Montana's records. And Prairie County, thanks to Grover Lewis' program, came through.

The story really starts back in 1922. Lewis had been in the county about 2 years and in those 2 years he had concluded that there was something fundamentally wrong with the agriculture. In the old days the area was devoted primarily to cattle and sheep. During the homestead days, fences were pushed over the gently sloping hills and across stream bottoms dividing much of the county into 320-acre and 640-acre farms. As was the almost universal custom with homesteaders, they planted these acres largely to wheat. When wheat sold for \$2 plus even a 10-bushel crop looked like a gold mine.

## A Livestock Country

After the drought of 1919 and the price slump of 1920 and 1921 it was possible again to size up the county in its true perspective. Lewis concluded that the oldtimers were right, that this was primarily a livestock country and that wheat would have to take a place of secondary importance.

Realizing that it would be impossible to go back to the old before-the-fence days when the native bluejoint made this one of the greatest open-range grazing countries in the short-grass areas of the Northwest, he started out with a deliberate program of converting the homesteading wheat growers to livestock.

His program consisted essentially of three parts: (1) To bring in the right kind of livestock; (2) to start a feed-production system which would insure sufficient reserves even in dry years; and

(3) to restore to grass a not inconsiderable amount of land which was not adapted to cultivation and crop production.

He decided that alfalfa was the key crop in his program, and he found when he checked up the crop resources of his county in 1922 that there was not a single acre of alfalfa in the county. The question was how to get started. Registered alfalfa seed was then selling for around \$0.50 a pound. Montana's system of crop standardization under the direction of the late A. J. Ogaard, extension agronomist, was then just getting a good start. Lewis talked it over with Ogaard. They didn't agree. Ogaard said, "You can grow alfalfa in the coulee bottoms but forget about the dry-land benches." Lewis said his program needed more feed than could be grown in the coulees and that he had to put it on the benches. The result is history. Lewis tried out a system of growing alfalfa up on the dry land, by planting it in rows 3 or 4 feet apart and cultivating it like corn to give the crop the fullest possible benefit of scanty rainfall. It worked.

## Growing Alfalfa

He had to sell to his farmers the idea of growing alfalfa, which after all was the most difficult and the most essential part of the job. I have mentioned that registered alfalfa seed then was selling for around \$0.50 a pound. There was the wedge. He talked registered alfalfa seed production to his farmers and mentioned incidentally that this would also mean hay and straw from the alfalfa crop which could be sold through livestock. This also worked. History will record that registered alfalfa seed did not stay at \$0.50 a pound, but Lewis had started something of far more importance than an alfalfa-seed industry; he had laid the foundation for a substantial, enduring farming system based on livestock which is adapted to the county and capable of withstanding the severest adversities.

Figures tell part of the story. In 1922 Prairie County had 10,400 cows, 16,000 sheep, and 22,000 horses, mostly the small range kind which out West are called cayuses, and, as has been mentioned, not an acre of alfalfa. In 1932 the county had 18,744 acres of registered Grimm alfalfa, 14,900 cows, 34,000 sheep, and 7,000 horses.

The part of the story which the figures do not tell is that the cows in 1932 were practically all Herefords stamped with the size and conformation which are bringing more and more cattle feeders back to the county to buy their feeder stock. The sheep are practically all of a kind—crossbreds from Rambouillet ewes and Columbia or Corriedale bucks. The worthless horses are disappearing. Thousands of acres of land not adapted to crops were seeded to slender wheat grass and with this as a protector blue-joint is again coming back once more to cover the hillsides and prairies which never should have been broken.

If the proof of the pudding is in the eating, the proof of the program is its workings in adversity.

There is no need to go into the harrowing details of the depression or the 1931 drought which hit eastern Montana. The double blow was most staggering. A number of counties will be many years recovering. In many areas the shortage of feed resulted in the shipment of up to 90 percent of the breeding stock. Trainloads of cattle and sheep moved out of eastern Montana to glutted markets bringing sacrifice prices.

When late in June of 1931 it appeared that there would be little or no feed grown in eastern Montana that year plans were immediately set in motion to move the livestock out. Farmers, stockmen, railroad representatives, bankers, county extension agents, and others had numerous conferences, all for the purpose of securing the transportation and the finances to handle the movement. The atmosphere was surcharged with panic and Prairie County did not escape. Lewis refused to be stampeded.

## Inventory of Feed Supplies

He conferred with the bankers and business leaders of the county and after much persuasion succeeded in holding up plans for livestock shipments. He then started to take inventory of the feed supplies in his county, mostly reserves held over from other years. The result of his first few days of work was most encouraging. He reported it to the county's leading banker. The banker saw the light and the next day the banker and the county agent joined hands to find out just how much feed there was.

The check up was a revelation. Reserve stacks of alfalfa hay and straw

(Continued on page 52)

## The National 4-H Scholarships



George Harris.



Margaret Latimer.

Barnard Joy.

Esther Friesth.

MARGARET LATIMER of South Dakota and George Harris of Kentucky have now completed their 9 months' work in the United States Department of Agriculture as holders of the National 4-H scholarships provided by the Payne Fund of New York City. These young people who came to the work with an excellent record of 4-H club achievement and 4 years of college behind them have made the most of their opportunities offered by the scholarship. Miss Latimer took as her principal problem the development of a program for the older club girl. She studied the annual reports available in the Office of Cooperative Extension Work, made use of the unusual library facilities in Washington, and talked over her ideas with members of the extension staff, the Bureau of Home Economics, the Children's Bureau, and other Government agencies. She has also had the opportunity to consult leaders of young people who visit Washington from time to time. As a minor project, Miss Latimer studied the home-economics research work carried on by the Government and had a chance actually to work on some of these research problems.

Next year Miss Latimer will act as club agent in Ulster County, N.Y. She was appointed to take the place of Barnard Joy, who will come to Washington as the holder of the 1934 scholarship.

Mr. Harris was a dairy-club boy, and the Bureau of Dairy Industry was his

ground from the first. He made a study of the organization of the Bureau, worked with the scientists on many of their experiments to become familiar with research methods, and picked up a great deal of subject matter. He has prepared a thesis on the work of this Bureau which he thinks may be useful to him later. He plans to go on with his dairy work next year at Ames, Iowa, as the holder of a scholarship from the American Jersey Cattle Club.

These two young people feel that their study of the Government, both the executive departments and the legislative branch, has been as valuable to them as a year's advanced work in college. This is the second year these scholarships have been maintained by the Payne Fund. Last year's students have taken their places as leaders in rural life: Mary Todd as a successful home demonstration agent in Carroll County, Ga.; and Andy Colebank, also a dairy club boy, working on his father's dairy farm near Germantown, Tenn.

Next year Esther Friesth of Humboldt, Iowa, and Barnard D. Joy of Ashland, Oreg., and Kingston, N.Y., have been selected to hold these scholarships from among 51 applicants—27 girls and 24 boys representing 35 States. Both of these young people have had some experience since graduating from college, Miss Friesth as teacher of home economics and Mr. Joy as club agent in Ulster County, N.Y.

### A County Program Stands the Test

(Continued from page 51)

were uncovered throughout the county. An accurate check was made of the feed and livestock on every farm, and based on this information every farmer and stockman was supplied with information on the minimum rations for bringing cattle and sheep through the winter.

Where shipment was necessary the owner was advised what to ship and what to keep. The result was that Prairie County started the grass season of 1932 with 90 percent of its sheep and cattle breeding stock. The reserve feed, plus a little roughage cut in the summer of 1931, plus about 1,300 tons of cottonseed cake, plus the program which Grover Lewis had started 10 years before did the work.

The board of directors of the Payne Fund have been very much pleased with the work of the students and plan to continue the scholarships indefinitely. Should they decide to discontinue them, one year's notice will be given. Any State can now offer candidates every year but both scholarships cannot go to the same region in any one year. Though it is too soon to see any results in 4-H club leadership they hope the opportunities offered to the two 4-H club members each year will have an effect on this great youth movement in which they are keenly interested.

BASED ON THE 4-H club organization in the United States, Cuba has organized 5-C clubs for the farm boys and girls of the island. The five C's stand for Cuba, cerebro meaning head or mind, corazón or heart, cooperación signifying working together, and civismo or citizenship.



James Allen Dickey, added to the staff of the extension in agricultural economics unit, Office of Cooperative Extension Work, Extension Service, United States Department of Agriculture, to aid extension workers, principally in the Southern States, in developing extension programs relating to marketing, production regulation, farm management, agricultural outlook, credit, and taxation problems. Doctor Dickey came to the Department from the Federal Farm Board where he served as agricultural economist after receiving his doctor's degree at Cornell University, Ithaca, N.Y., in 1931. Previously he had been research agricultural economist at the University of Arkansas.

# In the Early Days

*In the early days of extension work, those things which are now an accepted part of the county agent's routine were new and untried.. The agents of those days broke the ground for extension work. It was their broad conception of their job, and their tenacity in sticking to essentials that built up the extension organization on a firm basis. Tom M. Marks, of Harmon County, Okla., was one of these agents. He became associated with the late Dr. Seaman A. Knapp in 1907 and earnestly went to work to improve the agricultural practices by means of the demonstration in the four Oklahoma counties where he was put in charge of the work. His experience as recounted below will make many agents think of their present problems and will give them courage to carry on as Mr. Marks is still carrying on in Harmon County.*

**W**HILE EDITOR of a local farm paper in Jacksboro, Tex., in 1905, a man came to my office to see me. He was W. D. Bentley, prominent in agricultural extension work in Texas and Oklahoma until his death in 1930. He explained his work to me and I became so enthusiastic about it that I went around with him nearly every time he came to visit what he called his demonstrators. In the fall of 1907, Congress having made a larger appropriation for this agricultural demonstration work, I was offered a position as agent. I already had organized a boys' corn club, and in addition to devoting more time to the boys I undertook a drive for the planting of the Mebane Triumph cotton.

I bought 200 bushels of seed and offered 1 bushel to each farmer free, the only obligation being that the farmer was to weigh the yield of the cotton and of the same-sized patch of other cotton in the fall. It was necessary to put up a talk like selling a lightning rod to get the people to take the seed as a gift and plant it. At that time very few ever heard of cotton varieties, and seed was usually obtained from the gins, though many hauled home a few loads of seed for feed and seed. The reports showed that on many farms the Mebane cotton produced double that of the common cotton, but some of this extra yield was the result of better preparation of seed beds and better cultivation which was then strongly advocated. The next year most of the farmers planted this seed.

## Terraces Built

During the winter of the first year, 1908, I built some terraces. This was some more lightning-rod salesmanship. It took 2 or 3 hours to convince a man that terracing his land would benefit it, and I had not only to run the lines but help him build a drag and then stay with him until the terrace was built, making a regular hand in the field. When I reported this work to the Washington Office I received a letter stating that no doubt terracing lands was a good thing and the Office had no objections to my doing so, if I thought it a good thing, but for me not to mention it in my re-

port as they had no appropriation for such work. When the Smith-Lever Act was passed—in 1914, I believe—terracing became one of the regular duties of the county agent. The terracing was slow to take effect. It took several years for it to gain any headway as the benefits are many times slow to attract attention. It is not yet sold to a vast number of farmers; but the terracing idea has grown so in this county that the agent cannot possibly find time to run the lines. He devotes his time to teaching men and boys how to do the work and in inspecting farms and advising about how and where to construct terraces. Terracing is probably the greatest and most profitable work the agent does. There are few farmers who will not estimate the value of terracing at as much as \$10 an acre. There have been 22,000 acres terraced in Harmon County directly by the agent or through his endeavors, which would add to the value of land in the county \$220,000.

## Growing Feed

It will be remembered that one of the cardinal recommendations of Doctor Knapp for the betterment of farming was the growing of feed, and I had long been "boosting" the growing of corn and giving best methods of raising it. During these years the grain sorghums were introduced, and I had observed their behavior for several years, especially at the Chillicothe Experiment Station. So in 1913, when the corn absolutely burned up and rattled in the wind in July, I bought 10,000 pounds of kafir-corn seed and offered to give every farmer a gallon to plant in the corn middles in the dust. Many came and got the seed and planted. Then it began to rain and kept it up the balance of the year. When the good season came a great many other farmers came and got seed, as I had printed circulars or bills to send out over the county in addition to the newspaper publicity. Not only corn middles were planted but many fields of small grains stubble were planted, with the result that there was raised the greatest feed crop I ever witnessed.

I was very jubilant over the result, but rejoiced too soon, for to my bitter disappointment thousands of acres were

never gathered. Many of the farmers declared that nothing would eat the stuff—neither hogs, horses, cattle, nor poultry. Many merely took the word of the others and never tried to see whether stock would eat it or not. A considerable number, though, planted again the next year and gradually the planting of grain sorghums instead of corn grew. That stock will not eat certain kinds of feed has been said of quite a number of different newly introduced feed plants. It was said of sweet clover, Sudan grass, soybeans, mung beans, and other things. The last comment is not a criticism or complaint. It is merely telling of a human trait. There are very few who will readily adopt anything new. It is expressed most excellently by Shakespeare when he said: "It is better to bear the ills we have than fly to others we know not of." There are a few pioneers who are willing to try new ideas, to move to a new and unknown country; and these folks are responsible for all advancement and improvement in the world today.

This demonstration idea of Dr. Knapp was an entirely new way of teaching. The demonstration method is far ahead of the theoretic method. The idea is more thoroughly understood by saying "Learn to do by doing."

I have known more than a hundred men to adopt some one thing that had been demonstrated in their neighborhood while things that are not so pronounced, and that cannot so readily be seen may take a great many years to be adopted; but a persistent agent, if not interfered with, will finally "put it over."

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**T**HE BOARD of Agriculture in Catawba County, N.C., is cooperating with the county agricultural agent by designating the kinds of extension work which will be more useful to farmers of the county.

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**M**ATTRESS PATCHES are the latest thing in Arkansas. In one county home demonstration club women sold 1-cent cotton for 35 or 40 cents a pound through mattresses which they learned to make in home-demonstration clubs.

## A Lamb Grading Program for Kansas

LAMB GRADING is a comparatively new practice in the marketing program of the average Kansas flock owner, but the practice is steadily growing, reports Walter H. Atzenweiler, extension specialist in livestock marketing.

In 1931, 4 counties shipped graded lambs cooperatively and, in 1932, 18 counties shipped out spring lambs on a graded basis cooperatively.

This plan of grading and shipping lambs was outlined by the livestock marketing specialist at the county extension sheep schools. The extension livestock production specialist and the livestock marketing specialist cooperated in holding these schools. They also had the cooperation of the Producers Livestock Commission Association of Kansas City, Mo., and the Mid-West Wool Marketing Corporation of Kansas City, Mo. W. Marshall Ross, president of the Mid-West Wool Marketing Corporation, was present at 10 of the county-wide meetings.

The first step in the marketing program was a letter from the county agent to each sheep owner in his county, asking when he would have some lambs ready to go to market. From the replies the county agent obtained the approximate number of lambs ready to be marketed by a certain date, and announced that the lambs would be shipped from a certain loading point in the county which was easily accessible to all the men shipping lambs at that particular date. The Producers Livestock Commission Association cooperated wholeheartedly on this project, and in addition to selling all the cooperative lamb shipments, they sent out one of their men to do the grading on the loading day. This representative of the Pro-

ducers Livestock Commission Association sorted the lambs into grades just as they would be sorted to be sold when they reached the market. The farmers brought in their lambs, sorting and grading them into three grades. The prime lambs were marked blue; the top lambs red; and the medium lambs yellow. The cull lambs were not marked. After one or two shipments were made in a county, the farmers learned to take home their medium and cull lambs and feed them for a later shipment.

When a number of farmers shipped cooperatively in this manner, the freight and commission charges were held down to a minimum. These lambs were marketed at a cost of from 37.7 cents per head to 56 cents per head, depending on the distance and number of head shipped. The packers bought according to grades marked because they found that nothing was being included that did not belong in that particular grade. The packer buyers liked to buy these graded lambs and paid top prices for those marked red. The blue marked lambs sold for 35 to 40 cents per hundred above the practical top of the market.

Three years of lamb-grading operations in Marion County have improved the quality of lambs marketed as shown in the following table from F. A. Hagans, county agricultural agent:

Market grades	1929	1930	1931
	Per cent	Per cent	Per cent
Top-----	57.5	65.15	80.98
Medium-----	18.5	21.35	15.50
Buck lambs-----	21.75	8.00	2.48
Culls-----	2.25	5.50	1.50

In 1930, 21 decks were shipped which included a total of 2,494 lambs shipped from Marion County.

APPROXIMATELY 1,700 members of the Cooperative Wool Growers Association of South Dakota who shipped their 1932 clip recently received checks totaling \$40,000. This represents the second additional settlement, the first being mailed the middle of March. The two payments exceed \$125,000.

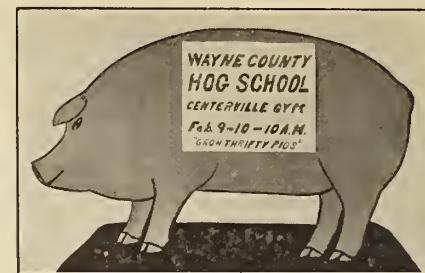
At shipping time last summer advances of 4 to 8 cents per pound were made, depending on the quality of the wool. Approximately 3,180,000 pounds were handled.

The last of nearly 1,700 checks totaling \$85,000 were mailed out recently to wool growers of South Dakota who marketed their 1932 clip through the coopera-

tive, representing an additional payment on last year's wool.

Sales have reached a point where it seems certain a good patronage dividend will also be declared at the end of the marketing year. All wools handled by the cooperative are shipped to the National Wool Marketing Corporation for preparation and sale direct to the mills.

ARREN COUNTY, Tenn., farm boys and girls enrolled in 4-H beef calf clubs during the past 5 years have fattened and sold 420 calves for a total of over \$30,000, states County Agent Alex McNeil.



Poster Advertises Hog School

THIS POSTER announcing the 1932 hog school in Wayne County, Ind., attracted wide attention. It was a bright red cardboard hog, and attached to the top of its back was a white slip of paper carrying the announcement of the school, location, date, and time. These "off color" Durocs were placed in all county banks, elevators, and other places where farmers were frequent visitors.

The poster was obtained through a contest carried on by the art department of the rural schools. All posters entered in the contest were placed on display in local communities with the best one from each township competing in a county contest. Each poster carried some original idea relative to the school and announced the location and date.

The same hog of the poster was used on the mimeographed post cards announcing the school, which went to all farmers two weeks prior to the school. A second card was sent out several days in advance of the date.

"The extension school that has been well organized and advertised will be a success," says County Agent S. W. Milligan. The schools are scheduled in Wayne County only in connection with major projects, and the plans are outlined and set up in cooperation with a special county committee particularly interested in the subject offered. Newspaper publicity is afforded in two local dailies, and the publicity program is planned with the help of the farm editor of the local press.

WHEN PACKING sheds refused to buy more peas in Conejos County, Colo., the women decided to save all the peas possible by canning them for winter use.

More than 300 no. 2 cans of this vegetable were canned in one day during a community canning bee by 10 women and two 12-year-old boys.

There are now six tin-can sealers in Conejos County, where the women started canning a year ago under the supervision of Marie Neff, home demonstration agent.

# Better Farm Buildings Through Lumber Dealers' Conference

COUNTY-WIDE conferences in which Missouri carpenters and lumber dealers in 20 counties have been trained to serve as local leaders and have been made reliable sources of information on farm structures, have been successfully carried on during the last two years. These conferences, conducted by R. W. Oberlin, extension agricultural engineer, have reached approximately 230 carpenters and lumber dealers, or practically all the carpenters and dealers in counties reached.

When these conferences were first started as a regular project 2 years ago by Mr. Oberlin, in cooperation with several county agents who had had previous experience with the value of lumber dealers' conferences, several objectives were in view. These included acquainting lumber dealers, carpenters, and others interested in farm-building trade with the requirements of service buildings and how to plan buildings to meet these requirements; familiarizing them with the best practices as recommended by the Missouri College of Agriculture in regard to planning and constructing farm buildings; making the

lumber dealer and others interested in the building trade more competent to give reliable and efficient information to their farm customers; and bringing about a closer working contact between the college, county agent, and lumber dealers in the county.

So nearly have these objectives been gained through these conferences that in practically all counties reached county agents have had most of the work relating to farm structures taken off their hands by lumber dealers and carpenters. These groups—dealers and carpenters—have not only become reliable sources of

information on farm structures but have been willing to serve as local leaders and dispense this information. One county agent in a county where these conferences have been held reports that he can depend upon his lumber dealers to report all farm structures built in the county.

## Advanced Work

Twenty-one meetings in 20 counties have been held annually during the 2-year period. The second-year confer-

the county agent. Subject matter is handled about equally by the county agent and the extension engineer. Following is a suggested program for the first year's conference.

Farm buildings in county -----	County agent
Well-planned buildings are a good investment-----	Extension engineer
Poultry-housing requirements-----	County agent

The Missouri type poultry house----- Extension engineer The "swine sanitation" method of raising hogs----- County agent

The Missouri modified "A" frame hog house----- Extension engineer The Missouri blueprint service----- Extension engineer

These conferences are being continued in the State during 1933, with remodeling of existing farm structures being considered mainly as being directly in line with the present economic situation. Furthermore, discussions will be confined to the remodeling of service buildings—brooder houses, hog houses, and other buildings which contribute directly to the farm income.



THESE YOUNG men living near Gibbon, Nebr., have taken over the operation and repair of all the gas engines on their home farms as a result of the work done in the gas engine 4-H club.

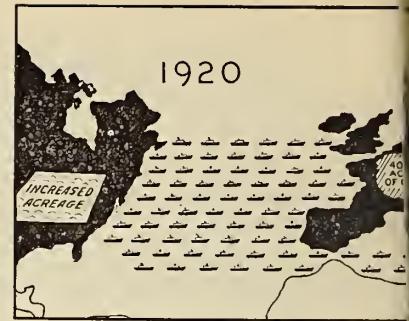
The club members range in age from 15 to 21 years. They have many other interests but were so attracted to the gas engine club that they held a meeting every week in April and May to finish the entire project in two months. They will take a rope club project next fall when the rush of farm work is over, says County Agent A. R. Hecht.

Two of the members took an old gas engine out of the junk pile, bought new rings for it and without further outlay of cash made it the most efficient engine of any exhibited at the club achievement day.

ences have been a continuation of the subject matter offered the first year, dealing with advanced work. The conferences held in 1932 had a total attendance of 230 dealers and carpenters, or practically all the dealers and carpenters in the counties in which the conferences were held. Mr. Oberlin reports that in each of two counties there were never less than 30 carpenters and dealers in attendance at each of the yearly conferences. In these two counties the attendance was 100 percent each year.

In each county the conference has been held with the fullest cooperation of

"FIX-IT" WEEK gave the 4-H club boys and girls an opportunity to show what they could do in Houston County, Tex. Sixty-one club members built or repaired fences; 32 cleaned or sprayed chicken houses; 28 built feed troughs, hen nests, chicken coops, or some other needed improvement; 26 built, hung, or repaired gates; 18 cleaned yards and stacked wood; 17 built dry-mash feeders for hens; 14 patched leaky roofs; 14 set out trees or shrubs; and 27 reported some other miscellaneous useful job completed.



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**T**HE WORLD has changed; currents of trade have shifted; national attitudes have altered profoundly since the Great War. A general business paralysis has threatened to wreck our civilization. We must plan our way out of a wilderness of economic desolation and waste. America must prove itself a nation still young enough to face new facts, and change.

A resolute adaptation to strange and unexpected circumstances was the very essence of our pioneer era. The settlement of America was an epic of adjustment. Our present situation calls for a new sort of pioneering, a new adjustment, carefully planned and carried forward not recklessly, not as contending individualists, but compactly, in common actions, as one.

### Fenced Out

The silhouettes above show what has happened to our old dream of expanding endlessly and feeding the world. *Every boat in the series of pictures represents 50 million dollars' worth of our food and fabrics shipped abroad.*

Start at the upper left and follow the pictures across. Note how as war raged abroad our agricultural exports doubled and redoubled. Note that in order to replace some 40 million abandoned acres in continental Europe we added an equal or greater area to our tilled lands and speeded up our whole farm plant.

The peak of our crop shipments came in 1920. Forbidding tariff walls began to rise soon after that on both sides of the water. As Europe got her war-wracked lands back into bearing (1925 and after), these barriers mounted and multiplied.

Note, thereafter, how our shipments of farm products dwindled. They dwindled even though we stubbornly refused to accept an overwhelming reality. Defiantly intent upon an impossible expansion, we kept lending Europe enormous sums with

which to pay us for our surpluses. Toward 1929, we saw that we could not go on with this forever. We stopped lending Europe money. Now our food and fabric exports are less than they were before the war.

Conditions growing out of the war have caused the separate nations of Europe to seek desperately to feed and clothe themselves. They are debtors trying to "live at home." The 40 million or more acres we planted for that lost market are surplus acres now. Most of those surplus acres are still in cultivation. Our visible and unmarketable surpluses rise to terrifying heights.

### A Mountain of Wheat

In the last of the ship pictures you will see growing mountains of wasted wheat. Our piled-up wheat surplus is depicted with scientific accuracy. We have more than half of the world's enormous surplus wheat pile here in the United States. No less than 360 million bushels of a world wheat carryover of 640 million bushels are stored, wasting, within our borders. The short crop this year will not solve the difficulty. We shall still have about as great a carryover as we have now.

It staggers imagination to consider how much excess wheat there is in the world today. There are 640 million bushels of it. Put it in 2-bushel sacks; cover an acre of ground, a square 208 feet  $8\frac{1}{2}$  inches each way, with these sacks standing on end. Pack them together as tight as you can. Now add other layers of sacks until you have all the world's unsought, unpurchased wheat piled there where you can see it. The pile, covering an acre, is more than  $3\frac{1}{2}$  miles high. And America has more than half of it.

### The Shadow of Excess

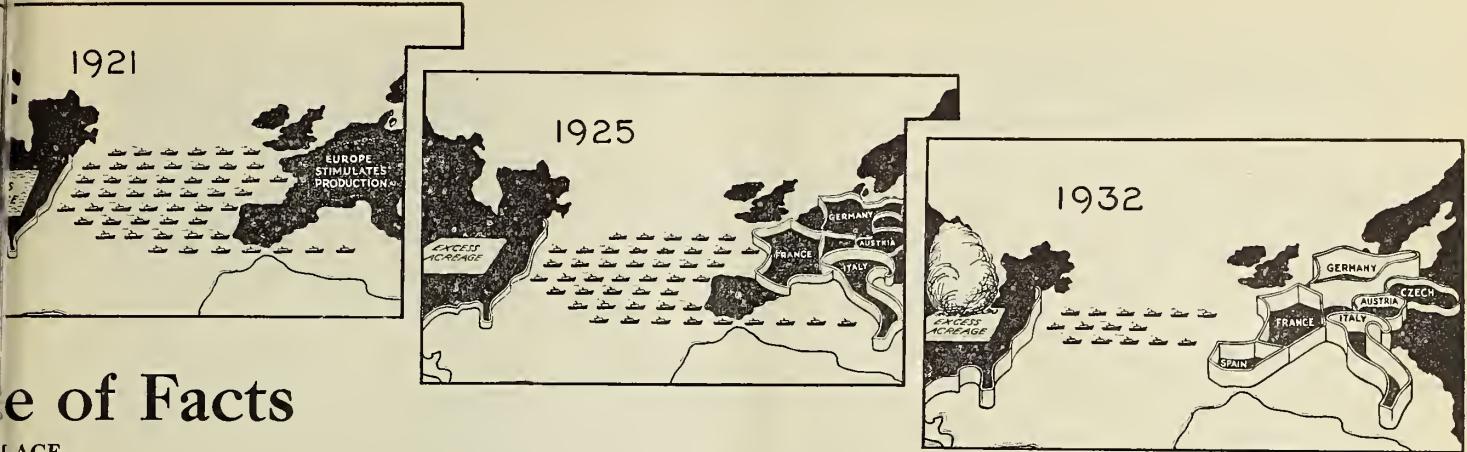
It is all very well to say that in a world where people are hungry there can

be no surplus. There it is. It cannot be sold. It can hardly be given away. Agriculture is a business. Wheat must move into consumption on a business basis or not at all. If it does not move, it clogs trade channels, breeds universal poverty, and threatens the entire structure of society. Ungoverned overproduction is not a social blessing, but a tragic waste. It kills trade and spreads ruin. If you incline to doubt that, think back to last winter when we had the most wheat, the lowest price, and the longest breadlines in our history.

Another winter is coming on; and we are trying to get things reorganized on a more sensible basis. The present administration wants to reopen and increase world trade. But with things as they are on this torn and apprehensive planet, there is no use pretending that we can get trade barriers down all at once; and there is no use pretending we know at this time just how fast and how far we can go in the direction of international trade. Any sensible program of production within our own borders must, therefore, be kept elastic and ready to change. We must cooperate intelligently at home before we are fit to practice world cooperation in agriculture, trade, and the arts of peace.

### A New World

We begin, after years of despair, to see in America a land of renewed opportunity. We can have abundance for all, if only we will plan and balance that abundance in a statesmanlike and businesslike way. We begin to see that methods which worked all right in a pioneer neighborhood can be made to work again, provided we recognize that all America is one neighborhood now, and go at our problems with modern social machinery, framed with that fact in mind.



## of Facts

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The Farm Act and the Industrial Recovery Act are perhaps the two best examples of this new sort of modern governmental machinery. As you know, the Industrial Act derives in some measure from the Farm Act. Properly seen, they are companion measures, for we cannot possibly lift with any permanence the price of food and fabrics; we cannot restore to agriculture a reasonable degree of prosperity, unless at the same time we raise city wages, and get people out of the bread lines, back to work. This will mean fewer hours of work a day for everybody—but that is all to the good.

In their foundation philosophy the Farm Act and the Industrial Act are similar. Both recognize that a country which abruptly has become a creditor giant in a prostrate world cannot possibly go on acting as if it were still young, struggling, and up to its eyes in debt. And both acts recognize that under the old system of pioneer opportunism, with ungoverned competition, the time comes when one man's hand is turned unwittingly against his neighbor, and the result is ruin.

### *Frontier Economy*

The frontier farm was in itself a planned and ordered society. Its fields were laid out and tilled in relation to the amount of wheat or potatoes or garden truck that the family could consume in the course of the year. They allowed on every crop a reasonable margin for safety, but the family that could use 20 acres of wheat seeded about 20 acres, and they would have counted it a waste and a sin, just because there was more land handy, to go out and put in another 10 acres. For that extra 10 acres there was no need at the moment, so they didn't plant it.

The same thing was true of the things they needed in the house. They raised

just about enough sheep, and the women of the family devoted just about as many hours into spinning wool into garments to satisfy the needs of the family. They did not put more sheep on simply because they had the opportunity to do so, and they did not wear out their lives unnecessarily spinning more cloth than could well be worn. The same thing held with flax. And all their crops moved upon the fields, as years went by, in a rotation, a plan. It was a crude plan sometimes; the balance was not absolute; but it was close enough for their purposes. They did not farm blindly as we do now. Under the old frontier conditions, the good farmer believed in and practiced planning and orderly adjustment of production to effective demand.

### *Production Unregulated*

Good farmers plan their production now, but the problem has extended beyond individual sight or reach. As it is, a man may decide with the best will in the world to add to his wheat, cotton, or corn, or tobacco acreage; and do so. But the point is now, that he is not adding simply to his own acreage; he is adding to the wheat, or cotton, or corn, or tobacco acreage of the United States. I will not attempt to define with academic precision a surplus acre or a surplus. A rough definition will do. For practical purposes, a surplus is that excess of the crop which bears down farm prices to a point at which most of our farmers cannot afford to buy the manufactured goods they need to live and farm like self-respecting Americans.

It is a hideous paradox but the truth of it is plain: The higher we pile our wheat, corn, hog, and cotton surpluses, the fewer will be the factories open and running, the longer the bread lines, and the greater the threat of war and revolution.

The Farm Act, as you read it, sounds complicated; and it is. Considered in detail, all modern instruments are compli-

cated. But in essence the Farm Act is simple. It is devised to do, in a necessarily elaborate manner, what used to be very simply done in the economy of the pioneer farm.

There are, however, certain differences. The pioneer method and the pioneer psychology have outlived their usefulness. We are in a different situation now. We have filled up, as a nation; we have grown up; and we have no longer the chance to work ourselves to death, and ship enormous excesses of produce to the Old World. When we went into the World War we owed Europe \$200,000,000 a year interest on loans those countries had made to us during our period of occupation and expansion. We could pay it in goods and food. We came out of the war with those older nations owing us \$500,000,000 a year, the interest charge on loans we had made to them. Today, other nations owe us more than a billion dollars a year.

Immediately after the war we ought to have begun to alter our pioneer psychology, and our business plan. We were no longer a debtor. Europe owed us money that she could repay only in manufactured goods, food, and services. We ought to have started at once to cut down our own production, and to encourage Europe to ship things here. We didn't. Instead, we loaned Europe vast sums so that Europe could buy the products of our undiminished expansion. It was queer business. It was rather as if you owed a big bill at the store, and couldn't possibly meet it; so the grocer said to you: "Here, I'll lend you the money, and you hand it back over the counter to me; so we can keep on doing business." Sooner or later, a storekeeper or a nation which does business that way has to adjust the volume of the business to the demand of actual paying customers. To make such an adjustment is the purpose of the Agricultural Emergency Adjustment Act.

## How County Agent Turpin Chooses His Leaders

FOR 14 years J. B. Turpin, club agent, of Mercer County, N. J., has been training and using older 4-H club members as club leaders. "My feeling is that Mr. Turpin has been more successful in this phase of his work than any other person of whom I know in club work," says A. M. Hulbert, assistant director. He has proceeded upon the principle that leadership should grow out of his clubs and that club members should become responsible for developing programs, managing the affairs of the club, carrying responsibility for such matters as fairs, exhibits, tours, community, and any other phases of 4-H club activities. For a number of years he has been holding annual conventions of club members. All of these meetings are planned by committees of club members themselves and the meetings conducted by them.

In the matter of fairs he works through committees of club members and is himself relieved of many details incident to these activities. His 4-H advisory committee composed entirely of club members and former club members, hold regular meetings and plan a year's program in advance. Mr. Turpin here tells of his philosophy of local leadership and how he applies it.

Local leadership is available or potential in nearly every community. It is also a fact that in nearly every group with which we work, there is potential leadership. I have picked these prospective leaders out, in some places, several years in advance of asking them to take charge of any group and have gradually increased their responsibilities. I like to give them time to grow and something to grow on until I feel that they are really ready to try it alone. The character of the person is given the most thoughtful attention because, in my opinion, a person of good character possesses the outstanding qualification. To be specific, young people who habitually smoke, swear, and take part in questionable activities are not considered favorably, even if other experience may be the best. Fortunately, among rural people there is quite a bit of leadership that measures up to these standards. The highest that human character can attain unto is none too good for us and we can afford to wait awhile, if necessary, before giving a club inferior leadership with respect to character.

As a general rule, a county agent should not attempt to carry out any extension program, small or large, alone. Extension work is a cooperative enterprise. If a regular program of activities is contemplated and a reasonably large number of people is to be reached, we must enlist local aid. In boys' and girls' club work, in addition to the organized clubs headed by local leaders, the exten-

sion agent may be able to take care of a few groups having no leaders but will have his hands full doing so.

Volunteer leadership is available or potential in nearly every community but is not of much use to us in an entirely untrained state. We must become rather well acquainted with those whom we select as leaders, and they must obtain confidence in us if our cooperative program is to succeed.

The most effective local leader, I believe, is the person who has actually experienced the situation; that is, has taken active part in what we are doing. The boys' and girls' club agent is in a particularly favorable situation to select and train such leaders, but there are, no doubt, many possibilities in the adult field too.

Trained leaders will devote an astonishing amount of their time to furthering the extension program and seem to secure a genuine satisfaction from their participation. In the case of young people, they probably like to be part of a movement that has the proportions of extension work and that has public support.

Part or all of a particular local or county-wide extension program may be left in the hands of competent leaders, and they won't let it fail. Such cooperation enables the extension agent to accomplish what would otherwise be an impossible task.

I venture to suggest that we often expect too little of local leaders and are unwilling to give them much responsibility. In a few cases we may be expecting too much. However, this is usually true when we fail to arrive at a mutual understanding of the problems at hand and how we shall proceed with them. I believe that leaders are frequently surprised at what may be accomplished by their individual efforts and by working with others in a larger undertaking than their own unit could attempt.

**T**O PRODUCE enough clover and alfalfa for their dairy herds is one of the chief aims of farmers in Chenango County, N. Y., and in this connection County Agent K. D. Scott tested soils of 319 fields during 1932 to determine the amount of lime required. The customary amount of lime used in Chenango County is 1 ton per acre for clover and 2 tons per acre for alfalfa. These soils tests resulted in a saving of an average of 1 ton of lime per acre on 907 acres, which at \$5 a ton makes a net saving on this project alone of \$4,535, which amount is \$500 more than the county appropriations for county-agent work. These practices are in keeping with the present necessity for reduction in cost of production.



National 4-H Club campers visit the United States Capitol.

**F**OLLOWING the example of older agricultural leaders, the 148 young people attending the Seventh National 4-H Club Camp centered their attention on the economic situation. They heard F. W. Peck, Farm Credit Administration; Henry A. Wallace, the Secretary of Agriculture; and Louis J. Taber, master of the National Grange, review current agricultural problems. After such talks given at the morning assemblies they met in small groups and studied the Agricultural Adjustment Act and what it meant to agriculture and to them.

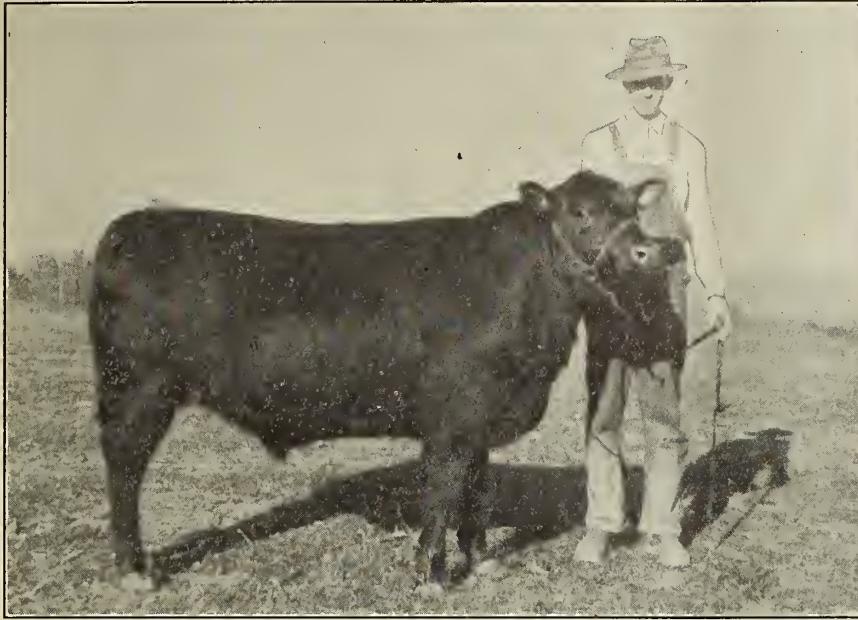
The camp was conducted by the United States Department of Agriculture with 38 States represented. Camp was pitched as usual on the Mall near the buildings of the Department of Agriculture.

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**A**FARM management survey made last year in Columbia and Dutchess Counties, N. Y., showed the value of extension educational spray work. Records of the cost of producing apples were obtained for 524 bearing apple orchards on 233 farms. The area of these orchards totaled 4,060 acres.

Each farmer was asked how he decided when to spray. On 318 orchards, representing 65 per cent of the total acreage, the answer was, "We follow the extension recommendations." The remaining farmers either sprayed when their neighbors did, depended on a commercial spray service, or used their own best judgment. Those who said they followed the spray service recommendations obtained an average yield of 130 bushels per acre or 14 bushels per acre more than those who followed other methods.

## Kentucky County Profits from Calf Clubs



Julian Price Bourne, a 4-H club boy of Garrard County, Ky., who won the championship at two fat stock shows in Louisville

THE 4-H calf clubs of Garrard County, Ky., have been raising first-class baby beefes and marketing them at a profit for nine years. In taking a look back over these years, comparing conditions then and now, County Agent R. B. McClure finds some interesting facts.

He has helped 350 farm boys and girls in the county feed 671 fine calves. The work of these young people has made the county famous for prime beef cattle, through the prizes they have won and their influences on methods of production in the county.

Beef production is the major livestock enterprise of the county with about 7,000 beef cattle marketed annually.

The 4-H club has played a big part in changing the feeding practices of adult feeders from the old method of roughing cattle through the winter and selling them off grass, to feeding them through the winter and putting them on grass in

good condition and selling them in much better flesh. Results obtained by club members have shown how high-quality cattle respond to feed and sell at better advantage on the market.

The quality of cattle fed in the county has improved 50 per cent in 10 years. Club work also has changed the practice of feeding heavy cattle to feeding yearlings and calves.

The practice of keeping good grade cows and using registered beef bulls has grown in leaps and bounds. The trend of buying feeder cattle in the fall is fast giving way to raising the cattle at home. The farmers following this practice of producing beef are about the only ones able to show a profit each year.

The excellent quality of the work done by these club members is generally known. They have won the carload grand championship seven times and the individual calf prize five times at the annual Louisville show and sale and

have brought back to the county from the sale of calves and prizes won a total of \$95,580. Cash prizes in the nine years total \$7,525.

The calf club work is carried on in connection with the other club work of the county. The county is organized into eight community clubs with two to four leaders to each club. These leaders take charge of the members who are in the calf club in the same manner as they do those carrying other projects. They assist in getting the projects started and encourage the feeding of the calves and the carrying of the project to completion. In addition, there is one leader who works with club members in all sections of the county. He assists in placing the calves with the club members, encourages them on their feeding problems, and helps to get a high finish for the show and sale.

Garrard County 4-H club boys and girls who fed and otherwise cared for their calves properly have made money each year, while many cattle feeders reported losses.

### Marketing Arkansas Strawberries

A movement to popularize Arkansas strawberries on the St. Louis and Kansas City markets and thus assist in the marketing of probably the largest Arkansas strawberry crop since 1929, was conducted by the Arkansas Extension Service in cooperation with the Agricultural Development Department of the Missouri Pacific Railroad.

On Monday afternoon, May 1, Gertrude Conant, extension nutritionist, Arkansas College of Agriculture, began a series of demonstrations on various methods of strawberry preservation and preparation of strawberry desserts, at Famous-Barr, a leading department store of St. Louis. These demonstrations were given every day of the week. A special demonstration kitchen, seating 175 observers, was provided by the store.

A similar program of demonstrations was given in Kansas City the week of May 8 to 13. Less intensive campaigns were carried on in other major markets handling Arkansas strawberries.

These demonstrations were advertised by newspaper and radio. Attractive window banners calling attention to delicious Arkansas berries and Miss Conant's programs were used in retail food stores in both cities. Display material was distributed in other markets receiving Arkansas strawberries. The Missouri Pacific Railroad provided for the distribution of strawberry-recipe folders prepared by Miss Conant.



A group of winning baby beefes with their young owners, members of 4-H clubs in Garrard County, Ky.

## Roadside Markets of Essex County, N.J.

**E**SSEX COUNTY, N.J., is a metropolitan county. The highways are well traveled by people going to and from New York City and to shore and lake resorts. The farmers on these highways find that marketing their produce through a roadside stand is a good thing. To maintain the high standard of these markets they are cooperating to sell only fresh farm produce of the best quality. The plan of approved roadside markets was worked out in 1931 by the Essex County Board of Agriculture and the county extension service. The green and white enameled signs are rented by the farmers who agree to maintain clean and neat-appearing stands, to produce at least 50 percent of the produce they sell on their own farms, and to purchase the rest from nearby farmers. All products offered must be clean, fresh, and graded so that the top of the package will truly represent the entire contents. Last year 18 signs were placed on approved roadside stands and this year 2 new stands have been added. These farmers estimated that they did a business of about \$11,500 each. The farmers take pride in selling only the best produce honestly packaged. As an example, the farmers selling eggs are pledged to sell only strictly fresh candled eggs.

One of the principal problems is to get the city people acquainted with these signs and what they mean. To this end two  $\frac{1}{2}$ -page advertisements were used in the Newark Sunday Call. A map showing the location of the approved roadside

markets, the names of the farmer-owners, and an illustration of the sign were shown in the advertisement. Several news and feature articles in county papers have helped to make the organization better known. Green and white cards were printed and distributed with the produce. These cards show the sign, tell something of what it meant to the buyer to trade at an approved stand, and give the name of the farmer from whom the produce was bought. On the reverse side of the card are recipes for using the product which were supplied by the home demonstration agent. An exhibit was also prepared for the North Jersey Flower Show.

The policies and plans are formulated by a roadside market committee of three members of the executive committee of the Essex County Board of Agriculture working with the county agents.

This plan of approved roadside markets is also being used in other nearby New Jersey counties. The 14 stands in Morris County and 15 stands in Sussex County use the same sign as Essex County. In addition Bergen County has 25 approved roadside stands and Gloucester County, 14.

The county agents have found the markets an effective way to distribute leaflets for the consumer, such as "Peaches and Cream" used in cooperation with the State Bureau of Markets last year to advertise New Jersey peaches.

following example will show how the plan worked out. Theodore Miller, a farmer of Paradise Valley, 45 miles north of Winnemucca, purchased 100 of these pigs. They were ranged on the stubble field from which the grain was harvested and upon which many bushels of grain was lost in harvesting.

Weighing approximately 50 pounds each when placed in the field, the pigs increased their weight on this grain to approximately 110 pounds. The pigs were then placed in a pen and fed a ration of ground wheat and some soaked alfalfa leaves for about three weeks, when they were butchered and sold.

In selling the hogs Miller contracted with a buyer for delivery of the dressed hogs at the ranch at a price of 7 cents per pound. The original cost of the pig was \$3. Added to this is the cost of 200 pounds of wheat at 1 cent per pound, making the total cost of each animal \$5. The hogs averaged 110 pounds dressed and sold at 7 cents per pound, giving a total return of \$7.70 each.

A few truck loads were sent to market live weight, which netted as profit on the above basis \$1.60.

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**S**PECIAL arrangements have been made by older 4-H club members who are students at West Virginia University to market black walnut, butternut, and hickory-nut kernels for the farm folks of the State.

The students function as an organization which is known as the University 4-H Club, and cooperate with the Mountain State Home Industries Cooperative Association, an organization of farm women, in marketing the nut meats. This year will be the third season that they have helped farm folks add to their incomes through the sale of nut meats. Last year more than 3 tons of black walnut kernels alone were sold, in addition to several hundred pounds of hickory-nut and butternut meats.

As a result of an exhibit arranged by the club in Pittsburgh recently, a large order for nut meats is anticipated, and it is expected that sale can be found for all the kernels that West Virginia farm folks can furnish.

## Nevada County Feeds Pigs Surplus Grain

**M**ORE THAN 40 farmers and ranchers of Humboldt County, Nev., have discovered a new market for their home-raised grain by buying young pigs and feeding them the surplus wheat and barley. Even at the present low prices of pork, these pigs are paying a profit, reports Paul L. Maloney, district extension agent, Humboldt and Lander Counties.

The pig project was launched last fall when the grain producers of the county faced the prospects of a very small return in cash for their crop or with the necessity of holding the grain for months for higher prices. Approximately 2,250 acres of wheat, with some barley, yielding at least 1 ton per acre were harvested in Humboldt County. A very limited

market existed in Winnemucca, and the high freight rates in shipping the grain to Ogden, Utah, or San Francisco, Calif., left a very small cash return.

Not being satisfied to either accept a low price for their grain or to risk damage by storing it, the ranchers in cooperation with the county agent decided upon the plan of marketing their grain on the hoof by feeding it to pigs.

After trying without success to purchase pigs from farmers in various localities in Nevada, it was found that young pigs could be bought from farmers in Idaho at prices lower than pigs of that age and weight could be raised in Humboldt County. Arrangements were made to bring the pigs to Nevada by truck and to distribute them to the farmers. The

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**N**EGRO FAMILIES in Shelby County, Tenn., grew 5,493 home gardens this year under supervision of County Agent R. H. Brown. The county was organized with a gardening, canning, and horticultural chairman and five other workers in each community to help put over a home-gardening program.

# The Pageant in a Home-Demonstration Program

THE COMMUNITY pageant is being used successfully in extension activities in many places. The home-demonstration clubs of Marathon County, Wis., found it most helpful for the past three years, when used as the recreational phase of the regular program. Last year's pageant was planned well in advance. It was based on the book "What Men Live By," by Dr. Richard Cabot, who designates work, love, play, and worship as the four essentials of life. There were

lined and Professor Gordon directed the group in some of the songs. The representatives of the rural women's clubs throughout the county also met with Professor Gordon for preliminary training to aid them in their club meetings.

During January, February, March, and April the home-demonstration agent and a music teacher conducted community "singing schools" which proved to be very popular social events. More than 1,000 men, women, and children joined

One rehearsal for the entire group was held on the day the program was given. The chorus director from the university was there on that day and worked with the chorus both in the morning and the afternoon. One band was furnished by the high school and one by the Wausau Chamber of Commerce.

## Out-of-Door Setting

The pageant was given out of doors, before a grandstand seating 5,000 people and with a background of beautiful pines. A large platform was built with a smaller platform at the back center portion to provide space for the tableau. The large chorus of both men and women was seated near the stage and supplied the musical background.

Expenses were not great because of the cooperation given by the university, the music and dancing teachers, the merchants of the city of Wausau, and the newspapers, musicians, Boy Scouts, and others.

Rural women in Marathon County have taken much pride in presenting pageants at the get-together day and have improved the performance each year. Three years ago the pageant showed the coming to Marathon County of the people from the various nations in Europe and the contributions they brought to the growth and prosperity of America. Three hundred women took part, many of them dressed in the costumes they had brought from their own countries.

The next year 600 men and women took part in the get-together pageant depicting the pioneer days and the oldtime farm and home customs.

The women have enjoyed learning the songs and dances. The rehearsals at regular club meetings have left them rested and happier to get the most out of the more serious part of the home-demonstration program. The pageant is the high spot in the year's activities, strengthening both club and community spirit.



SIMPLE METHODS of costuming and staging were used in dramatizing the biblical story of Ruth and Naomi by Iowa home demonstration agents, under the direction of Fannie Buchanan, extension recreation specialist, at the annual extension conference. Music and dramatics came in for much attention among the 20 home demonstration agents attending the conference, as they are finding rural women increasingly interested in singing, playing folk games, and amateur dramatics. Other features of the conference were demonstrations in the use of home-grown wool from the washing and fluffing of the fleece in the making of wool bats and mattresses, the utilization of old garments, and the use of home-grown wheat and other cereals. These 20 agents are carrying on home demonstration work in 28 counties and last year trained more than 4,000 rural women as local leaders.

56 rural women's clubs, with 1,200 members, and as many as possible were to be included in the pageant. The songs for the chorus numbers were chosen from a popular song book Twice Fifty-five Song Book, which many clubs purchased for use in their regular meetings. The songs to be included were sung at the club meetings during the year.

The actual training began in December, when a representative from the University School of Music came up from St. Paul to meet with the county and city music supervisors who were to help train the groups. The plan for the program of music and the pageant was out-

in the songs, which were well directed by the music teacher.

In May an all-day meeting was held in each of the 14 districts of the county. In the morning the songs were practiced and in the afternoon the regular home economics program held. In May, also, the dancing groups were trained by a dancing teacher who accompanied the home-demonstration agent to the groups that were to put on the various dances.

Designs for the costumes were sent out from the office of the home-demonstration agent and made by the club women at their meetings.

BESS P. HODGES, formerly extension specialist in clothing and household arts in Arkansas, recently published in Paris, France, her thesis The Cooperative Agricultural Extension Service and Its Importance in the Development of the Rural Family in the United States from the Social and Economic Point of View. For this and other work she has done Miss Hodges received the degree Docteur des lettres from the University of Paris.

## Modern Farm Butchering Revives Hog Enterprise

**A**N INCREASE from 45 farm families killing and curing their own pork by old-fashioned methods to 325 putting up the family supply of meat the "A. and M. way," is the result of one year's work of extension agents in Shackelford County, Tex. When O. G. Tumlinson took the job of county agent there in the fall of 1930 he could not find enough farm-fed hogs to furnish the start for modern meat butchering and curing demonstrations that were sweeping the State, so he engineered a trade between 20 business men and 20 farmers the next spring that has revived the hog business in the county.

This is how the plan worked. Each of the 20 men took a bred gilt furnished by a business man, agreed to feed out the litter of pigs, and to return the cured products from one 200-pound hog to pay for the gilt. The spirit of the thing caught like fire and spread over the entire county. Farmers who were unable to purchase gilts outright traded for them, and in a very short time it was apparent that Shackelford County's hog population would be quite different in 1931 from that of 1930. In the fall when 20 demonstrations on modern killing and curing and canning methods were given by farm and home agents at the homes of these demonstrators most of the farm population turned out. A later check-up showed that 325 families butchered and cured their hogs the "A. and M. way."

This justified a meat show, which was held in Albany in March. It brought a surprising number of entries from all parts of the county. What they saw and heard there sent enthusiastic farmers

back home with a determination to follow modern methods of putting up meat. A few pieces of choice meats offered for sale were quickly bought by townfolk.

In the process of the demonstrations it was found that the green pecan wood used for smoking because of its abundance in the county, gave an excellent color and flavor to the finished hams. The demand for these pecan-smoked country hams has become so great that a number of farmers and 4-H club boys



are feeding out litters of pigs to be cured in this manner for market this fall.

A select group of Shackelford County feeders this year plan to kill and cure for sale 100 hogs on a unit basis of 10 hogs at a time, with provision for inspection and a uniform cure. The products will be sold under "Pecan Smoked Country Cured Ham" labels of distinctive design worked out by the Washington Office of Cooperative Extension Work.

## Texas Baby Beeves Win

**W**ITH THE WINNING of the grand championship over all breeds in the open classes of beef steers at the Southwestern Exposition and Fat Stock Show at Fort Worth, Tex., 4-H club boys have finished the most successful baby beef show season in history, declares A. L. Smith, animal husbandman in the Texas Extension Service. Farm club boys, coached by county agricultural agents, won every grand championship in steers in every regional livestock show in Texas this year with the exception of the Amarillo show, where steer honors

were carried off by a New Mexico club boy.

J. D. Jordan, 4-H club boy of Art, Mason County, won the grand championship of the 4-H club show at Fort Worth with a junior Hereford calf known as Mason's Model, and then swept on to the championship in the open classes. It was the first time in the history of the show that a club boy had won in open competition with breeders. The calf sold at auction for \$1.50 per pound, bringing \$1,200.

This achievement recalled the success of Bumpy Lad, a Fisher County 4-H club

calf bought successively by John Gist of Odessa and W. J. Largent of Merkel and shown by the latter as "Texas Special" for grand champion steer at the Chicago International Livestock Show last fall. It was the first time in history that a Texas steer had won this coveted prize. The calf was fed by Marvin Maberry, 4-H club lad of McCaulley, Fisher County, and was shown by him for the grand championship of the Lubbock Meat Show last spring.

At the Houston Livestock Show early this spring the grand champion steer was shown by Hazel Hoerster, Mason County 4-H club girl from Art. This Hereford sold for 50 cents per pound.

The grand champion steer at the Wichita Falls Show was fed by J. D. Avis, 4-H club boy of Jolly, Clay County.

At San Angelo it was J. D. Jordan with his Mason's Model who won grand championship honors. This boy won a total of \$317.14 in prizes on this calf and 14 others which he exhibited at San Angelo and Fort Worth. All were Herefords bred by E. O. Kothmann, Mason County breeder.

About half the beef cattle fed in Texas this year were managed according to demonstration methods by men and boys in cooperation with county agents, Mr. Smith points out. In the calendar year ended last December 31, 643 club boys reported on the feeding and sale of 1,107 baby beeves on which they made average profits of almost \$20 per head including prizes.

## Half of Counties in United States Freed of Bovine Tuberculosis

Fifteen years of efforts to eradicate tuberculosis in cattle has put more than half of the counties, 1,547 out of 3,073 counties, in the modified accredited area which means that the disease has been reduced to within one half of 1 percent in these counties.

All the counties in the State of North Carolina, Maine, Michigan, Indiana, Ohio, Wisconsin, Idaho, North Dakota, and Nevada are in the modified accredited area and 14 other States have more than half of their counties accredited. The first order of the Department of Agriculture declaring 17 counties, located in 4 States, to be in a modified accredited area was issued in July, 1923.

# Proof of the Pudding

## Cooperative Marketing Pays the Farmer

### Tennessee Woolgrowers Like Wool Pools

**T**HREE IS nothing new about cooperative marketing of wool in Tennessee. The oldest marketing association, the Goodlettsville Lamb Club, was organized in 1877. The movement progressed rather slowly until 1919 when the Extension Service joined with the leading sheep growers to increase and improve cooperative selling of wool. During the last 14 years it is estimated that more than \$124,026 has been saved to the woolgrowers marketing through the cooperative wool pools. Scores of demonstrations in shearing and in preparing wool for market and in grading wool have been given in connection with these pools, which have resulted in 100 percent improvement in some counties.

The pools are arranged in series; one or two pools being held each day. The wool has been sold each year immediately after shearing; the farmers bringing their wool to concentration points where it is weighed, graded, and sold on sealed bids for cash or the equivalent. Wool is insured or carried at growers' risk until loaded on cars and sacked. It is loaded at the expense of the pools. Sales are conducted by a sales committee of two or three consignors.

The success of the pools has been due mainly to efficient management; the presence and good support of mills within the State, which consume three times as much wool of the same grade as the State produces; and the resultant loyal support of the wool growers. The following table will give an idea of the size and success of the local wool pools since 1919.

Summarized statement of wool sales 1919-32

Year	Number of consignors	Total amount of sales	Total savings to farmers
1919.....	189	\$16,194.81	\$2,877.00
1920.....	562	33,557.53	5,999.72
1921.....	806	22,747.43	4,045.70
1922.....	811	51,475.16	10,190.04
1923.....	1,505	118,933.22	12,405.60
1924.....	1,510	87,064.53	7,476.69
1925.....	955	67,307.76	7,869.60
1926.....	1,331	87,276.86	11,473.58
1927.....	1,559	97,738.63	12,802.30
1928.....	1,567	140,398.00	13,060.90
1929.....	2,631	172,797.51	22,894.85
1930.....	1,028	38,083.61	3,951.50
1931.....	903	23,795.91	3,409.42
1932.....	1,656	32,860.96	5,570.18
Total.....	17,013	990,231.97	124,027.08

The decline after 1929 was probably due to drastic decline in prices and to the tendency to market through the United Wool Growers Association, a member of the National Wool Marketing Corporation. The number of growers and amount of wool increased about one third in 1932 compared to 1930 and 1931, indicating that growers prefer to sell locally to marketing through the United and National.

### The Mutual Exchange in North Carolina

**T**HERE ARE some 50 county mutual exchanges now operating in North Carolina and proving their value. They are small cooperative buying and selling organizations owned and operated by the farmers themselves and incorporated under the mutual exchange act of North Carolina. Under this type of set-up the farmers are permitted by law to collectively pool their farm products for the purpose of assembling, grading, processing, packaging, advertising, and selling the products to the best advantage. The act also permits the associated

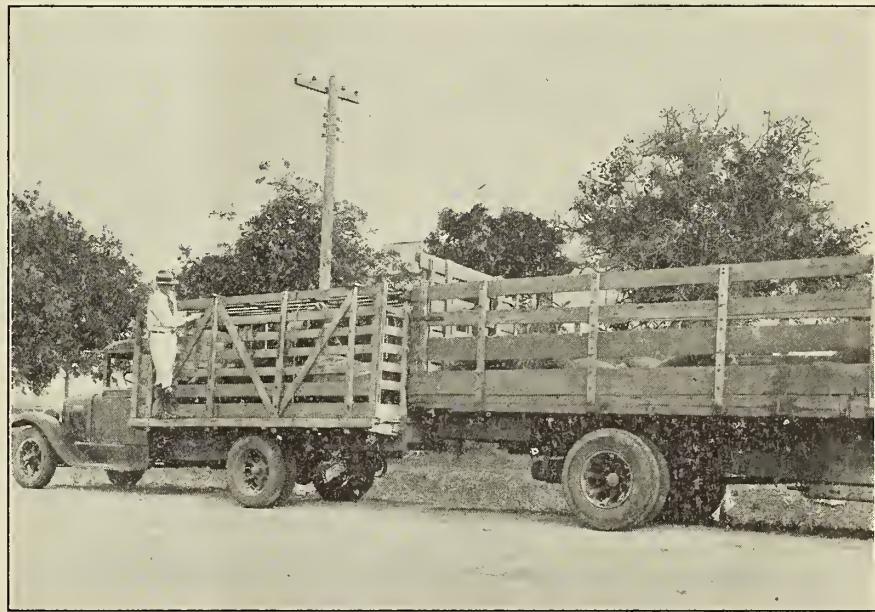
farmers to buy their supplies collectively at wholesale prices.

One exchange did a volume of business amounting to \$375,000 for its farmers in 1931. The Pitt County Farmers' Exchange handled \$41,007.04 worth of farm products last year and has \$1,191.08 on hand in cash and equipment. A stock dividend of 6 percent was paid to members.

### Arkansas Farmers Profit Through Cooperatives

**D**URING 1932 products valued at over \$8,500,000 were sold by Arkansas farmers through cooperative associations. Since 1930 there has been an increase of 40 percent in membership in cooperative associations in the State. There are now more than 39,600 farmers in Arkansas who are members of cooperative associations. The volume of farm products marketed cooperatively has increased 20 percent since 1930.

During the last 10 years, farmers' marketing organizations having the help and counsel of county agents have marketed \$26,680,282 worth of farm products and purchased \$6,068,023 worth of farm supplies, a total business of \$32,748,305. The additional income and saving during this time have amounted to \$5,455,020 on cooperative sales and \$944,708 on cooperative purchases, a total of \$6,399,728.



**H**OOGS ARE transferred from farmers' pick-up truck to main truck for cooperative shipment from Goliad County to Houston, Tex. This is an informal cooperative marketing association which has netted about \$1 per hog above local prices. It has increased prices for corn marketed through hogs from 38 cents per bushel to 58 cents per bushel. The farmers hire a bonded truck twice weekly to haul hogs 110 miles to Houston.

## New Motion Pictures

THE INFLUENCE of production on success or failure in the dairy business is the subject of "When the Cows Come Home," a talking motion picture just released by the Department of Agriculture. Amid the tinkle of cow bells, J. C. McDowell, chief of the dairy herd-improvement work of the Bureau of Dairy Industry, discusses the results of studies made of production records. Appropriate animations and illustrations show that cows that produced 100 pounds of butterfat a year had a yearly income over cost of feed of \$11 while those producing 500 pounds had an income over cost of feed of \$187; that cows that freshen in the fall and early winter produce more than others; that registered cows excel the grades in production and income; that within the breed the big cows win, and that on an average, proved bulls transmit high-production tendencies. It is brought out that feed records favor clover, alfalfa, grain, and good

pasture; and that since the establishment of the first dairy herd-improvement association in 1906 the average production of cows on test has increased from 215 to 306 pounds.

Doctor McDowell's conclusion is that with this array of facts, it is inconceivable that dairy farmers should go on feeding and caring for low-producing cows when there are so many more worthy objects of charity.

This picture (35 millimeter sound-on-film), is available to borrowers on application to the Office of Motion Pictures, United States Department of Agriculture, Washington, D. C.

Two other pictures released recently by the Office of Motion Pictures are Highway Beautification, a 2-reel silent picture, made for the Bureau of Public Roads, and Wild Life Resources, also a 2-reel picture, made for the Bureau of Biological Survey.

to broadcast a short farm program every day of the week except Sunday. The station was glad to cooperate with him and assigned him 5 to 8 minutes every morning between 6:40 and 6:50 a.m. The program is called "Farm Flashes" after the Federal-State cooperative broadcasts but is a strictly local edition.

Mr. Richardson broadcasts on Monday, Tuesday, Thursday, and Saturday mornings, and the home demonstration agent broadcasts on home-economics subjects each Wednesday morning. Every Friday morning is devoted to poultry talks given by A. F. Kulin, assistant county agricultural agent.

Most of the material used in the Pierce County Farm Flashes concentrates on extension news in the county. Meetings, demonstrations, and new bulletins are announced. Special county campaigns in the different projects are conducted. When material is particularly applicable to the county, parts of the Federal-State cooperative Farm Flashes are used. Timely agricultural and home-economics information of every kind makes up the major part of the broadcasts. Every item used has a county viewpoint which only the resident extension staff can give.

"Although it adds considerable extra work we have considered it well worth while both from the indirect advertising it gives the State college, United States Department of Agriculture, and the county extension office, and the direct good it does in giving specific information," says Mr. Richardson. "We have had a number of calls for bulletins announced over the station. They come from practically every county in western Washington."

### National 4-H Club Radio Program

Annual Theme: 4-H Club Work Has Educational Value

*Saturday, August 5, 12:30 to 1:30 p.m., Eastern Standard Time*

A 4-H Tour Gave Me Some New Ideas About

Farming ----- 4-H club boy from Delaware.

What 4-H Club Work Has Meant to Girls in

My Community----- 4-H club girl from Indiana.

Indiana Finds Educational Value in 4-H

Tours----- H. F. Ainsworth, assistant State club leader from Indiana.

What's Doing Among the 4-H Clubs----- Reuben Brigham, Extension Service, United States Department of Agriculture.

The World's Great Composers—National 4-H

Music-Achievement Test Featuring Compositions by Debussy, Rubenstein, and Bizet--- United States Marine Band.

LACK OF FAITH in verbal recommendations to farmers led Dan O'Brien, county agricultural agent in Coos County, N. H., to design what at first glance appears to be a groceryman's duplicate charge booklet. He says it is for use in the field, "particularly when one is making definite suggestions and does not want to trust the memory of the party advised."

Each slip is headed "Coos County Farm Bureau," and carries blank spaces for the date, the name of the person to whom it is given, and the name of the adviser. The reverse side carries a message concerning the services of the four county agents in agriculture, forestry, home economics, and boys' and girls' club work, the location, telephone number, and business hours of the farm bureau office, and an invitation to use the organization.

## Pierce County, Wash., Agent Gives Daily Farm Broadcasts

HOW WOULD you like to have a daily morning chat with every farmer and farm-home maker in your county who has access to a radio? That is exactly what the county extension staff of Pierce County, Wash., has been doing for the past 6 months. Not only are extension agents contacting farmers

and farm-home makers in their own county but their radio broadcasts reach the greater part of western Washington.

A. M. Richardson, Pierce County agent, realizing the possibilities of daily radio broadcasts, made arrangements with radio station KVI, Tacoma, one of the strong Columbia network stations,

## E · D · I · T · O · R · I · A · L

THE AGRICULTURAL ADJUSTMENT ACT is a practical business measure. It ought to be presented to the farmers of this country as such. We have no right, in view of agriculture's 12 long years of merciless deflation and poverty, to approach the farmer with any plan that will not manifestly increase his income and give him a fair share of the national wealth.

The extra money the act will bring to those farm families who cooperate will not be hoarded; it will move. It will bring new goods, new conveniences, new services, and a new self-respect and confidence into the lives of men and women long deprived. It will have even wider consequences than that. The act, if it works, will bring to farming people not only a balanced abundance, but a more balanced leisure, and a greater opportunity for individual growth.

We have worked too hard in this country. It was a new country, ours for the taking; so overwork was natural. We made a virtue of intemperate greed and effort. Our march of pioneer conquest, if you examine it candidly, was not unreservedly glorious. The youngest of us who grew up west of the Alleghenies on farms less than a century subdued know all too well how bitterly some of those largest, finest farms were cleared and won. Many a pioneer patriarch wore down and killed two or three wives by the time that, having progressed in ownership from a quarter section to two or more full sections, and loans to half a township, he died. And that was not the whole story of his triumph. He often made slaves, perfectly legally, and with sanction of church and society, of his children.

And he himself died, very often, before he or his family had learned how to live. A country was here to be occupied and subdued. Toil was holy. It was wrong to sit in the shade and dream; it was wrong to go fishing in working hours; it was wrong in thousands of farming communities for a farm family to stop overworking and gorging the market. It still is considered a little shameful in thousands of communities for a farm family to burn gas on a pleasure trip to the sea or up into the mountains for a week or so.

We have believed that leisure is wrong. There was a reason for this. In old days the utmost activity paid manifest returns. Those returns often were dearly bought; health was broken; imagination was stunted by endless drudgery; children came into the world crippled and weakened because their mothers while carrying them had worked too hard. I do not know now that we are fit for leisure; but I believe that now that we are turning our minds around, and discovering that overwork does not pay, neither in money nor in any other sense, we will not continue to make a fetish of overwork. We shall learn as individuals to value and to improve ourselves. We shall see that it pays to sow less, and take better care of it, and take better care of ourselves and our children. We shall learn to rest part of our land and to rest ourselves part of the time.

I do not think that we shall have to plan or organize the new leisure which an organized turning away from headlong pioneer expansion of enterprise will bring to America. The thought of organizing another man's or woman's private and personal existence is repugnant to me. But I think that all men and women should have the chance to do and think and dream as they please part of the time, not for money, not for fame, but simply because they want to; and I believe that most of us, once the opportunity is afforded, will discover within ourselves a wide variety of stimulating and pleasant things to do.

I am thinking particularly about the farm women in this connection. They have had a hard time. The men have worked hard, too, but hardly within so wearisome and narrow a cycle of routine. I believe that as you extension people take the offer of this Farm Act out to the people you will do well to explain to the women as well as the men how a controlled-crop production, a retreat from surplus acres and from surplus toil, will give the whole family not only money but more time in which to live.

*Henry A Wallace*

# New Film Strips Explain Production-Adjustment Need

SEVERAL new film strips recently released by the Extension Service of the U.S. Department of Agriculture were prepared to illustrate production-adjustment talks made by county extension agents. These film strips are particularly adapted to the use of county extension agents in furthering the campaign to increase farm buying power. The following is typical of the new series of strips. Titles and prices of the others may be obtained upon request.

## THE FARMER AND OUR FOREIGN MARKET

A series which shows the expansion of our foreign trade from 1909 to 1920 and the tremendous contraction of trade since then without parallel reduction of production, thus piling up a surplus that has resulted in ruinous prices for farm products

20 FRAMES      PRICE 21 CENTS EACH

*The same low prices for film strips will continue during  
the fiscal year 1933-34*



EXTENSION SERVICE  
United States Department of Agriculture  
Washington, D. C.